

**BUSINESS NEWS BUREAU:**  
Tribune Building  
154 Nassau Street

# The Tribune's Page of Business News

**TELEPHONES:**  
Beckman 8243  
Beckman 3000

## Anti-Trust Law No Obstacle to Steel Price Cut

## Judge Gary Expects Revival of Business as Result of New Schedule; Wages Are Not to Be Disturbed

WASHINGTON, March 21.—The announcement of a complete scale of new steel prices at the Industrial Board headquarters late today indicated that a conference between members of the board and Attorney General Palmer had developed nothing that would interfere with the government's price stabilization program.

In approving the schedules submitted by the steel men the board, according to a statement issued to-night, adopted a policy to be followed in agreements with producers of other basic commodities. This policy, it was said, is to strike a balance that "while calling sooner or later for some sacrifice of the steel men, yet it will not subject any of these interests to undue hardship."

Judge E. H. Gary, of the United States Supreme Court, chairman of the committee representing the American Iron and Steel Institute, which conferred with the board, in a statement containing the announcement of the new prices, said that the rates were agreed upon with a view to bringing about a revival and stabilization of business through prices favorable to the consuming public and yet yielding a moderate and reasonable return to investors in the industry. He expressed the belief that the new prices would not disturb wage rates or interfere with wage agreements.

## New Price Schedule

The new prices and the reductions on each class were announced as follows:

Pig iron, basic, \$25.75, reduction \$1.00; billets, four inch, \$38.50, reduction \$1.00; two inch, \$42, reduction, \$1; sheet bars, \$42, reduction \$1; slabs, \$41, reduction, \$1.  
Skelp, sheared, \$2.65 per hundred pounds, reduction, \$7 per net ton; skelp, grooved, \$2.45 per hundred pounds, reduction, \$5 per net ton; merchant bar-base, \$35 per hundred pounds, reduction \$7 per net ton; sheared plates, \$2.65 per net hundred pounds, reduction \$5 per net ton; rolled plates, \$2.45 per net hundred pounds, reduction \$7 per net ton; wire rod, \$52 per gross ton, reduction \$5 per gross ton; plain wire, \$3 per hundred pounds, reduction \$5 per net ton; nails, \$3.55 per hundred pounds, reduction \$5 per net ton; black sheets, number 28, \$4.35 per hundred pounds, reduction \$7 per net ton; blue anneals, number 28, \$4.35 per hundred pounds, reduction \$7 per net ton; galvanized sheets, number 28, \$5.70 per hundred pounds, reduction \$7 per net ton.  
The pig iron, \$25.75, \$7, \$8, \$7, per hundred pounds, reduction \$7 per net ton; tubular products 3/4 points of card, reduction \$7 per net ton; hoops-base, \$3.05 per hundred pounds, reduction \$5 per net ton; light rails, \$24.5 per hundred pounds, reduction \$5 per net ton; standard Bessemer, \$45 gross ton, reduction, \$10 gross ton; rails, standard open heart, \$47 gross ton, reduction \$10 gross ton, and ore, no change.  
Basing points and differentials are unchanged. The prices are effective at once.

## The Board's Statement

The statement issued by the Industrial Board follows:  
"In giving its approval of the schedule of prices just decided upon for the principal articles of commerce, the Industrial Board of the Department of Commerce, exercising the purpose for which it was created, believes that a level has been reached below which the public should not be asked to endure during the current year. The purpose of the board is to bring about such a lower level of prices as will effect stability and stimulate production to the end that business and industry may be brought back to normal confidence and provide maximum employment.  
In its effort to effect cooperation between the government, representing the public, and capital and labor, it has in view a due and just regard for all of these interests, and therefore in giving its approval to these prices and others which it has recommended, it immediately will endeavor to strike a balance which, while calling sooner or later for some sacrifice or adjustments on the part of all, will not subject any of these interests to undue hardship.  
The board is asking industry to cooperate in taking the first step and voluntarily making temporary sacrifices in the interest of all, and has asked the iron and steel industry, because of its fundamental importance, to be the first to act, and the board is highly gratified with the spirit in which it has responded.  
It is fully understood and expected that the present wage rates or agreements will not be interfered with, the approved prices having this in view.  
The reduction in price lists may involve the necessity of some high-cost plants either cutting down temporarily or running at a loss for a period, but it is expected with an increased volume of business soon to be developed a reasonable return to the producers will be afforded. In view of the higher costs developed throughout the world as a result of the war, a return to anything like pre-war prices is regarded as out of the question. It is expected that other industries as well as the consuming public and labor will share the obligations in the circumstances and be subject to the same economic spirit as has the steel industry.  
Representatives of the lumber industry will confer with the board tomorrow to decide upon prices as a stabilization plan for that industry.  
The lumbermen will be headed by John H. Kirby, of Houston, Tex., president of the National Lumber Manufacturers' Association. Mr. Kirby also represents the Southern Pine Association.

## Reduction Expected To Increase Export Steel Business

Steel men predict that the first effect of the agreement on prices reached in Washington between the leading representatives of the industry and the industrial board of the Department of Commerce will be the execution of a large number of orders for export which have been held back pending a settlement of the price question. An official of the Consolidated Steel Corporation, which was organized re-

cently to handle the foreign business of the leading independent steel companies, said yesterday that inquiries had been received from South American countries, the Far East and practically all the so-called neutral countries of Europe. India alone, he stated, was in the American market for approximately 800,000 tons of steel to cover its 1920, 1921 and 1922 requirements.

T. A. S. Clarke, president, and his associate officers had their busiest day yesterday since the organization of the new export combine. They reported heavy increase in inquiries for orders of foreign origin. Mr. Clarke said today for Europe.

Representatives of the building trade did not take the same optimistic view of the future as the steel men did. They expressed the opinion that prices would have to drop still lower before there would be any appreciable increase in buying from that source. They argued that the building construction companies could not afford even the reduced prices for steel so long as their operating costs continued as high as at present.

## Metals

## Lead Shows Weakness and Other Metals Steady in Dull Market

In the absence of demand the price of lead shows marked weakness, some offerings having been made in this market yesterday at 5.20 cents a pound, which is 5 points below the price quoted by the American Smelting and Refining Company. In St. Louis the market is as low as 4.90 cents a pound.

The spelter market is quiet and steady, with no change in price, while the copper market also remains unchanged because of the lack of demand. The large sellers are still quoting 15 cents a pound for the metal, while the smaller interests are offering copper at 14.6-8 to 14.8-4 cents a pound. There is, however, very little business being booked at these prices.

## American Potash Now Available for Export

## Seocks Said to Be in Excess of Quantities Domestic Users Will Buy

Lack of domestic demand for American potash has left fairly large stocks of the product in the hands of the manufacturers in this country, and as a consequence they are to-day in a position to sell to foreign buyers. Eugene Suter, head of a large chemical export concern, is enthusiastic over the possibility of selling American made potash abroad.

"The progress of the American potash industry," he said yesterday, "has been so rapid that this country is actually in a position to export potash salts in cargo lots at short notice."  
The domestic demand for potash is springing forth somewhat short of expectations because of the efforts of the planters in the cotton belt to reduce their acreage for the next crop by about 25 per cent. There is not enough potash in this country to take care of the requirements for next fall's business so that little or no foreign potash need be imported into this country for some time.

"Whether or not the domestic fertilizer industry will be able to compete in price with the Alsatian and German plants, which work at a low cost of production, some work in California and Nebraska, however, have recently discontinued the production of potash.  
The most hopeful signs for the growth of American potash exports is the inquiry which comes regularly from foreign countries. I believe that a good foreign trade in this product could be developed if ocean freight rates were brought down to a more reasonable level."

## Chemicals

## Freight Difficulties Hold Up Export Business in Chemicals

There is much dissatisfaction among chemical exporters over the difficulty of obtaining satisfactory quotations on freight rates. This has resulted in the loss of some large orders. One of them on Thursday rejected a \$35,000 order for a certain chemical to be shipped abroad because he could not get a quotation on ocean space that would permit the shipment. A few hours after he called his rejection of the order a satisfactory freight rate was offered him and the exporter was forced into the position of calling his foreign customer that he would accept his offer.

The harbor strike has tied up large quantities of chemicals for export. Much of this material is now lying on the New Jersey docks, while the products that are subject to deterioration are held in freight cars, and demurrage is said to be eating up of profits.

## Citric Acid Wanted for "Soft Drinks" Is Scarce

A marked shortage of citric acid exists in the American market, owing to the inability of importers to obtain sufficient quantities from Italy. The price of the acid is high and tonnage from Europe has been lacking. Meantime the spring demands are increasing, coming as usual at this time of the year, from the manufacturers of "soft drinks."

## Business Failures for Week

Commercial failures this week in the United States, as reported by R. G. Dun & Co., are 141, against 157 last week, 127 the preceding week and 234 the corresponding week last year. Failures in Canada number 16, against 19 last week, 11 the preceding week and 23 last year. Of failures this week in the United States, 57 were in the East, 29 South, 36 West and 19 in the Pacific States, and 66 reported liabilities of \$5,000 or more, against 70 last week.

## Trade Notes

After seventeen months' service as the head of the explosives division of the ordnance department of the army, Major C. B. Peters is again actively engaged in the ordnance department. He is now in charge of the Charles F. Garrigue Company, chemical brokers, of 80 Maiden Lane.

## Buyers of Woollen Goods Put Quality Before Price

## Mills Are Reported Swamped With Orders for Fall Flannels

Mills producing high grade woollen goods for next fall report more of a demand for these fabrics from the manufacturers of men's clothing than ever before. In fact, some of the makers of medium prices clothing have this season for the first time visited woollen selling agents who cater to the highest class trade. There is a distinct trend to place quality before price.

A prominent clothing manufacturer said yesterday that his firm believed that the average suit sold in the retail store now will be priced at something above \$40, and this despite the fact that woollen goods can be bought cheaper now than those which went into last fall's clothing.

More orders for flannels for men's wear next fall have been secured than the trade can handle. This, it is said, is the reason for the trimming of flannels by the American Woollen Company, Parker, Wilder & Co., and other large sellers of this cloth. Blue, green and brown are the most wanted colors. One explanation of the American's cutting down on flannels is that by trimming these orders the mills can probably force the purchase of other materials, and so operate other parts of the flannel order to the production of flannels.

While many selling agents for woollen mills report that they have sold the production of their mills on fall goods for the new year, they report for many months to come, manufacturers of clothing have by no means filled their entire requirements in flannels. The demand for flannels is still a point of stabilization sufficient to influence the clothing makers to buy all that they will need for next fall, it is said, and there is much more business coming in the near future.

Fears that worsted goods, because of their relatively high price compared with woollens, would not sell well this year appear to be unfounded. Those who know fabrics know that worsted cloth will give more wear than a woolen cloth. That, it is said, is the reason that many clothing manufacturers have increased their orders for worsted in the last few days. Several of the leading clothing makers, it is said, have become convinced that a reaction against the war almost everywhere has put out of the war, the consuming public will demand the ultimate in wear in clothing next fall.

## Wool Prices Firm

BOSTON, March 21.—"The Commercial Bulletin" to-morrow will say: "The demand for wool for clothing consumption continues steady, and prices are firm for all good wools. Fine wools are in especially keen demand."  
The new clip situation is without material change. Some consignments of the Argentine are being made. Foreign markets are being watched. The prospects of early Argentine shipments are good. The manufacturers are open to heavy weight lines, with fair interest still being shown."

## War on Unscrupulous Buyers Is Declared

## Associated Dress Industries Says Practice of Unjust Cancellation Must End

War has been declared upon unscrupulous buyers who operate in the wholesale market for women's apparel. The vigilance committee of the Associated Dress Industries of America yesterday made known its intention to place an immediate check upon buyers whose methods of doing business are questionable, and particularly those who indulge in unjust cancellations. The following statement was issued:

In the course of the year there are hundreds of thousands of dollars' worth of merchandise which only to be cancelled at a later date. This practice should be stopped. An order placed must remain an order and cancellation is unethical and unjustified unless the order is not filled as per specifications.  
David N. Mosessohn, executive director of this national trade body, said: "There is no room in New York, or any other market for that matter, for the unscrupulous buyer. Particularly the unscrupulous resident buyer who is found guilty on more than one charge of illegal practice will be taken care of. The dress manufacturer is loyal to him and will stand a good chance of doing business with the women's apparel industry of the country through the joint cooperation of other trade bodies with the Associated Dress Industries of America."  
The legitimate resident buyer is an asset to the industry and is ready to work with us to stamp out the evils in the industry, and we are with the responsible buyer because he is a factor in the trade and worthy of respect from the other kind must and will be eliminated."

## Silks

## Novelty Silk Goods Still Hold Buyers' Attention; Raw Silk Higher

Some of the silk manufacturers booked a goodly number of orders yesterday, but with most of them the day was a relatively quiet one. The attention of the few buyers who visited the salesrooms centred on the so-called novelty weaves, and it was reported that merchants from the smaller cities of the United States had placed what were being called remarkably large orders. Manufacturers of plain fabrics seemed to be doing only fairly, but some who depend upon the cutting-up dress trade frankly admitted that goods were being bought by retailing prices. Displays of half shades are increasing, and although a few of the leading houses have taken quite large orders from Canadian merchants, trade in autumn styles as yet has not developed with such show of enthusiasm.

Japanese raw silk, which was in active demand, advanced 10 cents a pound, and the Chinese grades also were said to be in better call. The Japanese reeling now visiting the United States were credited with having stated that present prices for raw silk products do not allow of room for profits. Importers who formerly did a thriving business in Italian raw silk reported that they expected to see some of this material in the American market the coming summer. The Italian government, which has held all available supplies at the prohibitive price of \$11 a pound, will relinquish control of the raw silk after May 31. This will tend to increase competition, which operation will work to the advantage of American consumers.

## Finds Yankees Flexible in Making Goods for Export

## Buyer for Big London Store, After Visiting Manufacturing Centres, Says This Country Is Ready to Make Things Wanted in Quantities Abroad

AMERICAN manufacturers are not stubborn. E. H. Aird, representative of Harrod's, Ltd., the large London retail establishment, who sails to-day for England, after a canvass of manufacturing centres in this country, said that he had found them not only willing but anxious to enter foreign trade and ready to go so far as to make necessary changes in their machinery to produce goods according to specifications of foreign buyers. W. D. Ager, American agent for Harrod's, will sail to-day on the Adriatic with Mr. Aird. They are carrying with them a great quantity of samples of American made goods to show to the store executives in London.

"Before I left England a few months ago," said Mr. Aird, "I was informed that I would find American manufacturers unwilling to desert their fetish of standardization in order to produce goods suitable for the foreign market. I am sailing for home to-morrow, and one of the first things I shall tell my people upon arrival here is that they are wrong in this particular instance. During my sojourn in this country I met hundreds of manufacturers of all kinds of products. Except in a few cases I have found them willing to produce the kind of goods we want. Of course, the embargo which the British government has placed upon imports prevented our placing any large orders here, but the war almost everywhere has put out of the war, the consuming public will demand the ultimate in wear in clothing next fall.

## Merchandise Shortage General

"You Americans have no idea of the shortage of general merchandise now in England. It is no longer a question of trying to sell our goods over the counter. The big question is to obtain supplies to take care of the orders that pour in upon us. Our sales force has become slack, for there is little or no incentive to make sales. The sales people have become more or less takers. During the war almost every bit of machinery of any kind in the country was devoted to war work. It will take a year for us to get back to anything like the normal production of civilian goods."

"We have planned and confidently expect to increase our business by 25,000,000 this year, and no small percentage of this increase will come from the men's and women's apparel sections. When hostilities ceased the ban on extravagant clothing was lifted and never before has there been so much 'dressing' as there is in England to-day. This year for the first time

## Business Money

uses at 5 1/2 per cent for four to six month maturities. Occasionally, paper with an exceptionally good name and short maturity goes for 5 1/4 per cent, and brokers suspect that they could sell paper even of four month maturity at that rate if they could get a hold of really big names. Out in Chicago a fair volume is still being sold at 5 1/4.

The demand for bank acceptances fell off a great deal yesterday, notwithstanding that the ruling rate of call money was only 6 per cent, compared with 6 1/2 per cent the day before. The comment of acceptance dealers was that though the rate was lower, money was not easy by any means. Yesterday, for the first time in a long while, a dealer bought more bills than he sold.

Dealers are looking hopefully for the initial instalment of bills against the \$50,000,000 Belgian credit to be drawn in the near future. The bankers here are delayed now because of the rival of the Belgian Commission that is going to draw the bills, and changed yesterday from Thursday to a week ago.

Fifteen to sixteen day prime trade acceptances, 5 1/4 1/2 per cent; sixty to ninety day, 5 1/2 1/2 per cent; indorsed trade acceptances, 4 1/2 per cent, all maturities.

## Basic Commodities

(Note.—In those cases where no transactions were reported the "bid" prices are given.)

METALS				
	Friday.	Thursday.	Week	Year
Pig iron, Foundry No. 2, per ton	\$36.15	\$36.15	\$36.15	\$34.50
Lead, per lb.	.05 1/4	.05 1/4	.05 1/4	.07
Spelter, per lb.	.15	.15	.15	.26
Antimony, per lb.	.06 55	.06 60	.06 3	.18 1/2
Tin, per lb.	.07	.07	.07	.18
	7/2	7/2	7/2	3/4
PRECIOUS METALS				
Platinum, per oz.	\$100.00	\$100.00	\$105.00	\$108.00
Silver, per oz.	1.01 1/8	1.01 1/8	1.01 1/2	.87 1/2
CHEMICALS				
Sulphuric acid, 20 deg. Baumé, per ton	\$25.00	\$25.00	\$25.00	\$25.00
Sulphuric acid, 16 deg. Baumé, per ton	16.50	16.50	16.50	—
Nitric acid, per lb.	.08	.08	.08	.08
Cautic soda, 76%, per lb.	2.75	2.75	2.75	.06 3/4
Soda ash, 58% light, (bbls.), per 100 lbs.	1.90-2.10	1.90	1.90-2.10	2.90
Phenol, U. S. P., (carloads), per lb.	.12	.12	.12	.12
Glycerine, dynamite, per lb.	.14-1/2	.14-1/2	.14-1/2	.14-1/2
Glycerine, crude, per lb.	.09 1/2	.09 1/2	.09 1/2	.09 1/2
Alcohol, (denat.), per gal.	.45-48	.45-48	.45-48	.71
Alcohol (non-denat.), per gal.	.49	.49	.49	.49
Nitrate of soda, 96%, per 100 lbs.	4.07 1/2	4.07 1/2	4.07 1/2	4.35
COTTON				
Middling upland, per lb.	28.40	28.45	28.15	34.90
SILKS				
Japan flature, No. 1, Shinshu, per lb.	6.25	6.15	6.10	5.55
China-flature flature, best, No. 1, per lb.	6.95	6.95	6.95	6.90
China flature, Ex. A, per lb.	5.20	5.35	5.30	5.45
HIDES AND LEATHER				
Hides, city slaughter, spread, per lb.	.29	.29	.29	.27
Hides, city, nat. str., sel., 60 or over, lb.	.28	.28	.28	.25
Calfskins, city, 9 to 12 lbs., per skin	6.60	6.60	6.60	5.50
Leather, hemlock sole:				
Overweights, No. 1, per lb.	.49	.49	.49	.48
Middleweights, No. 1, per lb.	.47	.47	.47	.43
RUBBER				
Para, up-river, fine, per lb.	.56	.56	.56 1/2	.56
Para, up-river, coarse, per lb.	.33 1/2	.33 1/2	.34	.36
Plan, 1st latex, pale crepe, per lb.	.51 1/2	.51 1/2	.53 1/2	.55 1/2
Plan, brown, crepe, thin, clean, per lb.	.47 1/2	.47 1/2	.48	.48 1/2
Plan, ribbed smoked sheets, per lb.	.51	.51	.52	.56

## Large New Bedford Mills Shut Down

## Head of Sharp Manufacturing Company Says Cotton Yarn Business Is Poor

NEW BEDFORD, March 21.—The big Sharp Mills, with nearly 200,000 spindles and employing 1,000 operatives, shut down to-night for a week, which possibly will be extended to a longer period of time, according to an official bulletin posted to-day. These mills, which are among the largest yarn works in this part of New England, have been running on a curtailed schedule for several weeks.

The following explanation was made by Robert Schofield, superintendent of the plant: "The management of the Sharp Manufacturing company has decided to keep its mills closed for a week or more, as market conditions do not warrant their running. Just as soon as business warrants their starting again they will do so."

## Textiles

## Colored Cotton Goods Are Attracting More Attention in This Market

Lighter buying of the rougher forms of cotton goods, livelier trade in colored fabrics and fairly good business in bleached products were the principal developments in yesterday's movements in drygoods. Prices for gray goods were slightly lower than earlier in the week, and it was intimated that some dealers who had bought goods for speculation had taken their profits. In the fancy fabric division of the market, shifting material received considerable attention from buyers, and it was reported that some good sized orders were placed. A few of the commission houses stated that it was difficult to get the kind of material they wanted first as a consumer of dressed furs from the United States.

The yarn trade in general was reported to have improved a little, but sellers agreed that business is by no means satisfactory, and it was intimated that further curtailment of output was likely unless business, as well as prices, materially improved. The sale of colored goods when placing orders insist that shipments be made as speedily as possible, showing that business is being done. The sale of finished garments is light. Commission men asserted that buyers have been giving some indications that they believe prices are as low as they will go.

New England manufacturers of gingham are engaged in a drive to stimulate retail dealers' sales of that material by offering a 10 per cent discount on all orders placed by April 25. Business in this product is distinguished from that of the Southern article, was said to be in excess of mill outputs. Commission men said that export orders continued to furnish a fair volume of business to the cotton trade in general. Hayti and other West Indian islands were stated to be among the most recent customers. Mill agents manifested little concern over the break in sterling exchange, the embargo imposed by England on imports of cotton goods having temporarily curtailed exports from the United States.

## Bidding Drags at Sale

PHILADELPHIA, March 21.—Bidding dragged at the final day of the government's wool auction here, manufacturers and dealers showing little interest in the offerings except when good grades were placed on the block. Lack of business was evident in the sale of colored goods when placing orders insist that shipments be made as speedily as possible, showing that business is being done. The sale of finished garments is light. Commission men asserted that buyers have been giving some indications that they believe prices are as low as they will go.

There were 181 lots offered, comprising 1,243,800 pounds of wool. Withdrawals were 2,566,000 pounds and representing 51 per cent of the total. The largest buyer took 1,243,800 pounds. Two buyers took a lot of 1,243,800 pounds of white shirting containing 38 per cent shirting. The lot was in the grease. Another bought 47,507 pounds of the same kind and same shrinkage at 35 cents.

## Things Argentina Buys

A list of articles contained in orders sent to this country from the Buenos Ayres store of Harrod's, Ltd., gives an idea of the American products that find a ready sale in Argentina. The list includes toys, golf sticks, perfumery, carpets, auto parts, wrapping paper, writing paper and stationery, and a long list of subscriptions to leading American trade papers.

"There is little or no market for American made goods in Argentina," said W. D. Ager, American agent for Harrod's, Ltd., yesterday. "I understand that apparel is made there in sufficient quantities to supply the demand."

## Leather

## Buying of Hides for Export Increases Despite European Embargoes

While the strike of maritime workers at Buenos Ayres curtailed shipments of hides and skins to this country for a number of weeks, importers report that these commodities have been regularly received from other South American ports in quantities sufficient to keep the market active. During the last few days more interest in hides has been shown, and this is due to the fact that the embargo of the Buenos Ayres strike and the need of immediate replenishments of stock by some concerns.

During the last week, importers say, a peculiar situation has developed due to the New York harbor strike. Buyers have bid 1 and 2 a pound under former prices, and succeeded in obtaining supplies in scattering lots. On the whole, importers would not reduce their prices and in some cases held their hides for an advance, with the increased export demand in this country the buying for export in this country has been increasing, especially since the lifting of the hide and leather import embargoes by some of the European countries.

## Furs

## No Let-Up Reported in the Demand for Furs of All Kinds

Fur garments wanted for sale in the next few weeks are being ordered by jobbers for immediate delivery, while the larger retailers are daily coming to New York to purchase merchandise to be delivered later for their annual August sales.

Throughout the fur industry business is reported to be better than ever, with purchases of summer furs being made in larger quantities than for several years past. All classes of skins adaptable to the lighter weight garments are wanted, with the demand continuing to favor the more expensive furs.

The one or two animal scarf is the leader in the style feature, though in some sections of the country a big demand has been developed for coats. Fur boas also have the fancy of buyers. Styles for next fall and winter have not reached the stage of definition, but many manufacturers are working on their sample lines for that season.

No adjustment has been made in the strike of the fur dyers and dressers, and there are indications that the labor troubles in this branch of the industry may become more general. The fur workers, who recently were granted a 14 per cent increase of \$5 a week, now threaten to strike unless the employers reduce their working hours from fifty to forty-four a week.

## Exports of Furs

The value of furs and fur skins exported during January last showed a decline of more than 24 per cent over the figures for January, 1918, according to government reports. Last January the value was \$2,346,680, compared with \$3,091,450 for January, 1918. The value of furs and skins exported in January, 1919, was \$1,368,488, while in the year previous the total was \$2,695,044. Dressed furs and fur skins and manufactured furs and skins, which reached a total of \$210,492, compared with \$306,046 in January, 1918.

## Metropolitan Fur Sale

Several thousand dollars' worth of dressed fur and manufactured goods were sold yesterday at the weekly sale of the Metropolitan Fur Exchange. Dressed beaver brought from \$10.25 to \$28.50, lynx sold at \$28, wolves from \$14 to \$16, mink from \$4.30 to \$9